

WJLA 1100 Wilson Blvd, 6th Floor Arlington, VA 22209

WJLA-TV WASHINGTON, DC

Buying Time Media 650 Massachusetts Ave NW Ste 210 Washington, DC 20001

#### Contract # 3044749

Schedule Dates 09/26/17-10/02/17 Advertiser

Ralph Northam for Virginia Governor-D (116676) Agency Buying Time Media (1779)

Product POLITICAL CANDIDATE (ns) (1186) Brand GOVERNOR/DEM (926535)

Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

WJLA/GJLA/EJLA

Dome,Liz **Buyer Name** Phone/Fax / CPE 5613

Sales Office

**Account Types** Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular Comments

Date Entered 09/22/17 Last Modified 09/22/17

Kelsey Reardon

No CO-OP

Headline #

**Entered By** 

Order Type Normal

Package Deal

Commission % 15.00 \$18,862.50

Net Total \$106,887.50 Sales Tax

Washington (WJLA)		i
By Broadcast Month	<b>Spots</b>	<u>Rate</u>
Oct. 2017	124	\$125,750.00
Grand Total:	124	\$125,750.00
-		

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th	Fr S	Sa Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	4:30A- News-Good Morning Washington at 430a		1	1	1	1	1	1	4	\$75.00	\$300.00	Washington (WJLA)		9/22/17
2.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	4:30A- News-Good Morning Washington at 430a		1					1	1	\$75.00	\$75.00	Washington (WJLA)		9/22/17
3.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	5A- News-Good Morning Washington at 5a		1					i	1	\$300.00	\$300.00	Washington (WJLA)		9/22/17
4.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	5A- News-Good Morning Washington at 5a		1	1	1	1	1	1	4	\$300.00	\$1,200.00	Washington (WJLA)		9/22/17
5.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	0 6A- News-Good Morning Washington at 6a			1	1	1	1	1	4	\$1,000.00	\$4,000.00	Washington (WJLA)		9/22/17
6.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	6A- News-Good Morning Washington at 6a		1					1	1	\$1,000.00	\$1,000.00	Washington (WJLA)		9/22/17
7.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	7A- ABC-Good Morning America			2	2	2	2	1	8	\$1,000.00	\$8,000.00	Washington (WJLA)		9/22/17
8.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	7A- ABC-Good Morning America		2					1	2	\$1,000.00	\$2,000.00	Washington (WJLA)		9/22/17
9.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	9A- Live with Kelly		1		: :	- :	- :	i	1	\$250.00	\$250.00	Washington (WJLA)		9/22/17
10.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	9A- Live with Kelly			1	1		1	i	3	\$250.00	\$750.00	Washington (WJLA)		9/22/17

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser: Date: Accepted-Station: Date: Comments:



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Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

WJLA/GJLA/EJLA Sales Office **Buyer Name** Dome,Liz Phone/Fax CPE 5613

Agency

Product

Brand

Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular Washington (WJLA) By Broadcast Month Spots

Rate Oct. 2017 124 \$125,750.00 Grand Total: 124 \$125,750.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPV	/ Mo	Tu	We	Th	Fr Sa	Su	Spots	Rate		Total	Station	Comments	Entered
11.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	10A- Rachael Ray			1	1	1	1	1	4	\$20	0.00	\$800.00	Washington (WJLA)		9/22/17
12.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	10A- Rachael Ray		1	1	-			i	1	\$20	0.00	\$200.00	Washington (WJLA)		9/22/17
13.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	11A- ABC-The View		1					i	1	\$30	0.00	\$300.00	Washington (WJLA)		9/22/17
14.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	11A- ABC-The View			1	1		1	i	3	\$30	0.00	\$900.00	Washington (WJLA)		9/22/17
15.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	12P- News-ABC 7 News at Noon			1	1	1	1		4	\$20	0.00	\$800.00	Washington (WJLA)		9/22/17
16.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	12P- News-ABC 7 News at Noon		1		-			1	1	\$20	0.00	\$200.00	Washington (WJLA)		9/22/17
17.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	12:30P- Who Wants to be a Millionaire		1			1 1		1	1	\$15	0.00	\$150.00	Washington (WJLA)		9/22/17
18.0	Normal Line / SPOT	09/26/17-09/29/17	2		12:30P- Who Wants to be a Millionaire			1	1	1	1		4	\$15	0.00	\$600.00	Washington (WJLA)		9/22/17
19.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	1P- ABC-The Chew			1	-	1	1	1	3	\$20	00.00	\$600.00	Washington (WJLA)		9/22/17
20.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	1P- ABC-The Chew		1	:				1	1	\$20	0.00	\$200.00	Washington (WJLA)		9/22/17
21.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	2P- ABC-General Hospital		1		i	<u> </u>		i	1	\$40	0.00	\$400.00	Washington (WJLA)		9/22/17
22.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	2P- ABC-General Hospital			1	1	1	1	1	4	\$40	0.00	\$1,600.00	Washington (WJLA)		9/22/17
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ccepted-A	gency/Advertiser:			Date:	Accepted-	Station:								Date:		Comments:			

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oted-Station:		Date:	Comments:

**Date Entered** 

**Last Modified** 

Entered By

Headline #

Order Type

Package Deal

Commission %

Commission

Net Total

Sales Tax

CO-OP

Demo

09/22/17

09/22/17

Normal

15.00

\$18,862.50

\$106,887.50

No

Kelsey Reardon



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WJLA-TV WASHINGTON, DC

Buying Time Media 650 Massachusetts Ave NW Ste 210 Washington, DC 20001

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 Schedule Dates
 09/26/17-10/02/17

 Advertiser
 Ralph Northam for Northam

Ralph Northam for Virginia Governor-D (116676)

Buying Time Media (1779) POLITICAL CANDIDATE (ns) (1186)

Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

GOVERNOR/DEM (926535)

Sales Office WJLA/GJLA/EJLA

Buyer Name Dome,Liz

Phone/Fax /
CPE 5613

Agency

Product

Brand

Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular

 Date Entered
 09/22/17

 Last Modified
 09/22/17

09/22/17 Kelsey Reardon

CO-OP No Headline #

Order Type Normal

Commission % 15.00

Commission \$18,862.50

Net Total \$106,887.50

Sales Tax

Entered By

Demo

Package Deal

 Washington (WJLA)

 By Broadcast Month
 Spots
 Rate

 Oct. 2017
 124
 \$125,750.00

 Grand Total:
 124
 \$125,750.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th	Fr	Sa Su	Spots	Rate	Total	Station	Comments	Entered
23.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	4P- News-ABC 7 News at 4p			1	2	1	2	į	(	\$400.00	\$2,400.00	Washington (WJLA)		9/22/17
24.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	4P- News-ABC 7 News at 4p		1						1	\$400.00	\$400.00	Washington (WJLA)		9/22/17
25.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	5P- News-ABC 7 News at 5p		2				- 1	į	2	\$500.00	\$1,000.00	Washington (WJLA)		9/22/17
26.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	5P- News-ABC 7 News at 5p			2	2	2	2	i	8	\$500.00	\$4,000.00	Washington (WJLA)		9/22/17
27.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	6P- News-ABC 7 News at 6p			1	1	1	1		4	\$650.00	\$2,600.00	Washington (WJLA)		9/22/17
28.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	6P- News-ABC 7 News at 6p		1		: :			i	1	\$650.00	\$650.00	Washington (WJLA)		9/22/17
29.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	6:27P- 6:30P (EST)		1			- 1	- 1	i	1	\$2,500.00	\$2,500.00	Washington (WJLA)		9/22/17
30.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	6:27P- 6:30P (EST)		1	1	1	1	1	i	4	\$2,500.00	\$10,000.00	Washington (WJLA)		9/22/17
31.0	Normal Line / Access	09/26/17-09/29/17	2	:30	6:57P- 7P (EST)			1	1	-	1	i	3	\$4,500.00	\$13,500.00	Washington (WJLA)		9/22/17
32.0	Normal Line / Access	10/02/17-10/02/17	2	:30	6:57P- 7P (EST)		1		: :			i	1	\$4,500.00	\$4,500.00	Washington (WJLA)		9/22/17
33.0	Normal Line / SPOT	10/01/17-10/01/17	2	:30	6:27P- 6:30P (EST)				1 1	- 1	- 1	1	1	\$400.00	\$400.00	Washington (WJLA)		9/22/17
34.0	Normal Line / SPOT	10/01/17-10/01/17	2	:30	6:30P- ABC-World News Tonight (Sunday)		1					1	1	\$450.00	\$450.00	Washington (WJLA)		9/22/17
35.0	Normal Line / Access	09/26/17-09/29/17	2	:30	7P- Wheel Of Fortune			1	1	1	1	i	4	\$1,800.00	\$7,200.00	Washington (WJLA)		9/22/17

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Agency Buying Time Media (1779) Product POLITICAL CANDIDATE (ns) (1186)

Brand GOVERNOR/DEM (926535) Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

WJLA/GJLA/EJLA Sales Office

**Buyer Name** Dome,Liz Phone/Fax 5613

CPE

Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular **Date Entered** 09/22/17 Last Modified

09/22/17 Kelsey Reardon

No

CO-OP Headline #

Order Type Normal

Package Deal Commission % 15.00

Date:

Comments:

Commission \$18,862.50 Net Total \$106,887.50

Sales Tax

Entered By

Demo

Washington (WJLA) By Broadcast Month Spots Rate Oct. 2017 124 \$125,750.00 Grand Total: 124 \$125,750.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th	Fr S	a Su	Spots	Rate	Total	Station	Comments	Entered
36.0	Normal Line / Access	10/02/17-10/02/17	2	:30	0 7P- Wheel Of Fortune		1					i	1	\$1,800.00	\$1,800.00	Washington (WJLA)		9/22/17
37.0	Normal Line / Access	10/02/17-10/02/17	2	:30	0 7:30P- Jeopardy		1		1			1	1	\$2,700.00	\$2,700.00	Washington (WJLA)		9/22/17
38.0	Normal Line / Access	09/26/17-09/29/17	2	:30	0 7:30P- Jeopardy		-	1	1	1	1	i	4	\$2,700.00	\$10,800.00	Washington (WJLA)		9/22/17
39.0	Normal Line / Prime Premium	09/27/17-09/27/17	2	:30	0 8P- ABC-The Goldbergs (Wednesday)				1				1	\$3,600.00	\$3,600.00	Washington (WJLA)		9/22/17
40.0	Normal Line / Prime Premium	09/28/17-09/28/17	2	:30	0 8P- ABC-Greys Anatomy (Thursday)					1			1	\$5,000.00	\$5,000.00	Washington (WJLA)		9/22/17
41.0	Normal Line / SPOT	09/26/17-09/29/17	2	:30	0 11P- News-ABC 7 News at 11p			1	1	1	1		4	\$1,000.00	\$4,000.00	Washington (WJLA)		9/22/17
42.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	0 11P- News-ABC 7 News at 11p		1						1	\$1,000.00	\$1,000.00	Washington (WJLA)		9/22/17
43.0	Normal Line / SPOT	09/30/17-09/30/17	2	:30	0 11:35P- News-ABC 7 News at 11p								1	\$350.00	\$350.00	Washington (WJLA)		9/22/17
44.0	Normal Line / SPOT	10/01/17-10/01/17	2	:30	0 11P- News-ABC 7 News at 11p							1	1	\$300.00	\$300.00	Washington (WJLA)		9/22/17
45.0	Normal Line / SPOT	09/26/17-09/28/17	2	:30	0 11:35P- ABC-Jimmy Kimmel			1	1	1		i	3	\$450.00	\$1,350.00	Washington (WJLA)		9/22/17
46.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	0 11:35P- ABC-Jimmy Kimmel		1					i	1	\$450.00	\$450.00	Washington (WJLA)		9/22/17
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The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

Accepted-Station:

Date:

Accepted-Agency/Advertiser:



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WJLA/GJLA/EJLA Sales Office

**Buyer Name** Dome,Liz Phone/Fax 5613

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CPE

Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular

Washington (WJLA)

**Date Entered** 

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Headline #

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Package Deal

Commission %

Commission

Net Total

Sales Tax

CO-OP

Demo

09/22/17

09/22/17

Normal

15.00

\$18,862.50

\$106,887.50

No

Kelsey Reardon

By Broadcast Month	<b>Spots</b>	Rate
Oct. 2017	124	\$125,750.00
Grand Total:	124	\$125,750.00
	By Broadcast Month Oct. 2017	By Broadcast Month Spots Oct. 2017 124

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPV	w	Mo Tu	ı We	e Th	Fr Sa	Su	Spots	Rate	Total	Station	Comments	Entered
47.0	Normal Line / SPOT	10/02/17-10/02/17	2	:30	12:35A- ABC-Nightline			1	1			1	1	\$150.00	\$150.00	Washington (WJLA)		9/22/17
48.0	Normal Line / SPOT	09/26/17-09/28/17	2	:30	12:35A- ABC-Nightline			1	1	1		1	3	\$150.00	\$450.00	Washington (WJLA)		9/22/17
49.0	Normal Line / SPOT	10/01/17-10/01/17	2		11:30P- News-ABC 7 News at 11p							1	1	\$250.00	\$250.00	Washington (WJLA)		9/22/17
50.0	Normal Line / SPOT	10/01/17-10/01/17	2	:30	12:05A- Extra Wknd			- 1	i	1 1		1	1	\$150.00	\$150.00	Washington (WJLA)		9/22/17
51.0	Normal Line / SPOT	10/01/17-10/01/17	2	:30	1:04A- Scandal			i	i	1 1		1	1	\$75.00	\$75.00	Washington (WJLA)		9/22/17
52.0	Normal Line / SPOT	09/30/17-09/30/17	2	:30	7A- ABC-Good Morning America Saturday			i			1		1	\$400.00	\$400.00	Washington (WJLA)		9/22/17
53.0	Normal Line / SPOT	10/01/17-10/01/17	2		8A- ABC-Good Morning America Sunday							1	1	\$400.00	\$400.00	Washington (WJLA)		9/22/17
54.0	Normal Line / SPOT	10/01/17-10/01/17	2	:30	10A- News-Full Measure with Sharyl Attkisson					1 1		1	1	\$300.00	\$300.00	Washington (WJLA)		9/22/17
55.0	Normal Line / Football	10/02/17-10/02/17	2	:30	8:30P- Sports-Redskins Football							1	1	\$18,000.00	\$18,000.00	Washington (WJLA)		9/22/17
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Accepted-A	Agency/Advertiser:			Date:	Accepted	d-Station:								Date:	Comments:			